

**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The INTERNET address for GSA Advantage!® is: <https://www.GSAAdvantage.gov>.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.gsa.gov/portal/category/100623>

Mission Oriented Business Integrated Services (MOBIS)

Accenture Federal Services LLC

Contract Number: **GS-10F-0608N**
FSC Group: **874**
FSC Class: **R499**
Special Item No.: **874-1, 874-2, 874-4, 874-5, 874-6, and 874-9**
Contract Period: **March 25, 2009 – September 25, 2013**
Price List current through **Modification PS-0018, dated September 13, 2011 and
Mass Modification A127, dated May 20, 2011 Refresh #16**
Business Size: **Large**

Contact Information:
Accenture Federal Services LLC
One Freedom Square
11951 Freedom Drive
Reston, VA 20190
Phone: (703) 947-3004
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Website: www.accenture.com

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ORDERING INFORMATION

1a. Awarded Special Item Number (SIN): 874-1 Consulting Services, 874-2 Facilitation Services, 874-4 Training Services, 874-5 Support Products, 874-6 Acquisition Management Support, and 874-9 Off-the-Shelf and Customizable Print, Audio, and Visual Instructional Training Devices.

1b. See attached price list

1c. See attached for labor category descriptions

2. Maximum order: \$1 million

3. Minimum order: \$100 or lowest cost of service

4. Geographic coverage (delivery area):

SINs 874-1, 2, 4, 5 and 6: 48 contiguous states and Washington DC

SIN 874-9: Worldwide

5. Point(s) of production (city, country, and State or foreign country): Same as company address

6. Discount from list prices or statement of net price: Net prices are shown in the price list.

7. Quantity discounts:

SINs 874-1, 2, 4, 5 and 6: N/A

SIN 874-9: See Pricing on page 51. When orders exceed the Maximum Order Limit (MOL), Accenture will negotiate with the federal government activities.

8. Prompt payment terms: Net 30 days

9a. Notification that Government purchase cards are accepted below the micro-purchase threshold: Government purchase cards will be accepted below the micro-purchase threshold.

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Government purchase cards will not be accepted above the micro-purchase threshold.

10. Foreign items (list of items by country of origin): N/A

11a. Time of delivery:

SINs 874-1, 2, 4, 5 and 6: Will adhere to delivery schedule as specified by the purchase order.

SIN 874-9: 30 days ARO or to be negotiated with the ordering activity.

11b. Expedited Delivery:

SINs 874-1, 2, 4, 5 and 6: Contact contractor for time of delivery.

SIN 874-9: To be negotiated with Ordering Activity.

11c. Overnight and 2-day delivery: N/A

11d. Urgent Requirements:

SINs 874-1, 2, 4, 5 and 6: N/A

SIN 874-9: to be negotiated with Ordering Activity.

12. F.O.B. point: Destination

13a. Ordering Address: Accenture Federal Services LLC

One Freedom Square

11951 Freedom Drive

Reston, VA 20190

Attn: Scott E. Pospichel, Director of Contracts

OR

eFax to (703) 656-4968

13b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).

14. Payment Address: SINs 874-1, 2, 4, 5 and 6:

Accenture Federal Services LLC

P.O. Box 70629

Chicago, IL 60673-0629

SIN 874-9:

Accenture LLP

11951 Freedom Drive

Reston, VA 20190-5640

Attn: Accounts Receivable

15. Warranty provision: N/A

16. Export packing charges: N/A

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):

SINs 874-1, 2, 4, 5 and 6: Government purchase cards will not be accepted above the micro-purchase threshold.

SIN 874-9: N/A

18. Terms and conditions of rental, maintenance, and repair: N/A

19. Terms and conditions of installation: N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: N/A
- 20a. Terms and conditions for any other services: N/A
21. List of service and distribution points:
- SINs 874-1, 2, 4, 5 and 6: N/A
- SIN 874-9: 11951 Freedom Drive
Reston, VA 20190-5640
22. List of participating dealers: N/A
23. Preventative maintenance: N/A
- 24a. Special attributes such as environmental attributes (e.g. recycled content, energy efficiency, and/or reduced pollutants): N/A
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at www.Section508.gov:
- SINs 874-1, 2, 4, 5 and 6: N/A
- SIN 874-9: At this time, Supply Chain Academy is partially compliant with Section 508, and Accenture is continuing to work towards compliance. The EIT standards can be found at: www.Section508.gov/.
25. Data Universal Number System (DUNS) number: 13-972-7148
26. Notification regarding registration in Central Contractor Registration (CCR) Database: Accenture Federal Services has registered in the CCR under CAGE code: 1ZD18

LABOR CATEGORY DESCRIPTIONS

Business Functions Labor Category Descriptions

A key component of our ability to help our clients change to become more successful is hiring, training, and maintaining highly skilled professional personnel. We are pleased to offer you the service of our professionals using the following Business Functions labor categories. Accenture Business Functions professionals deliver world-class business solutions through business process redesign, business architecture design implementation, and organizational design and human resource development. The general experience and functional responsibility represent the minimum qualifications for each category. In regards to Business Functions general experience, an Advanced Degree equals up to two years of experience. Resumes will be provided upon request.

Business Functions Partner 1

General Experience. A Business Functions Partner 1 possess at least 12 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. A Business Functions Partner has overall accountability for business solution programs. Business Functions Partners are responsible for product delivery and financial management of client engagements. A Business Functions Partner performs independent quality assurance reviews of program performance and deliverables to ensure that contractual obligations are being met. Business Functions Partners also are recognized experts in the areas of business process redesign, business architectures, organizational change or specific industries. They lend thought leadership to engagement teams in developing creative solutions to client business problems.

Minimum Education: Bachelor's Degree

Business Functions Associate Partner 4

General Experience. Business Functions Associate Partner (4)s possess at least 13 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Associate Partner (4)s have management authority for client engagements. In this capacity, they apply their extensive experience in planning and managing large scale, complex projects to control overall project scope, budgets and schedules for multi-project engagements. Business Functions Associate Partner (4)s perform such duties as:

- Set overall policy direction for client engagements
- Communicate with Business Functions Partner and client executive management to ensure critical issues are addressed

- Provide expert guidance to projects in industry and functional areas
- Act as senior client liaison
- Oversee contract and financial management of one or more client engagements.

Minimum Education: Bachelor's Degree

Business Functions Associate Partner 3

General Experience. Business Functions Associate Partner (3)s possess at least 12 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Associate Partner (3)s have management authority for client engagements. In this capacity, they apply their extensive experience in planning and managing large scale, complex projects to control overall project scope, budgets and schedules for multi-project engagements. Business Functions Associate Partner (3)s perform such duties as:

- Set overall policy direction for client engagements
- Communicate with Business Functions Partner and client executive management to ensure critical issues are addressed
- Provide expert guidance to projects in industry and functional areas
- Act as senior client liaison
- Oversee contract and financial management of one or more client engagements.

Minimum Education: Bachelor's Degree

Business Functions Associate Partner 2

General Experience. Business Functions Associate Partner (2)s possess at least 11 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Associate Partner (2)s have management authority for client engagements. In this capacity, they apply their extensive experience in planning and managing large scale, complex projects to control overall project scope, budgets and schedules for multi-project engagements. Business Functions Associate Partner (2)s perform such duties as:

- Set overall policy direction for client engagements
- Communicate with Business Functions Partner and client executive management to ensure critical issues are addressed
- Provide expert guidance to projects in industry and functional areas
- Act as senior client liaison

- Oversee contract and financial management of one or more client engagements.

Minimum Education: Bachelor's Degree

Business Functions Associate Partner 1

General Experience. Business Functions Associate Partner (1)s possess at least 10 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Associate Partner (1)s have management authority for client engagements. In this capacity, they apply their extensive experience in planning and managing large scale, complex projects to control overall project scope, budgets and schedules for multi-project engagements. Business Functions Associate Partner (1)s perform such duties as:

- Set overall policy direction for client engagements
- Communicate with Business Functions Partner and client executive management to ensure critical issues are addressed
- Provide expert guidance to projects in industry and functional areas
- Act as senior client liaison
- Oversee contract and financial management of one or more client engagements.

Minimum Education: Bachelor's Degree

Business Functions Senior Manager 3

General Experience. Business Functions Senior Manager (3)s at least 10 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Senior Manager (3)s apply their broad management skills and specialized functional and technical expertise to lead complex, large projects in delivering client solutions or to manage the operations of multiple Accenture projects. Business Functions Senior Managers provide subject matter expertise in industry, process or business process redesign. A Business Functions Senior Manager (3) is qualified to perform such tasks as:

- Plan and manage the work of business architecture design project teams
- Design and implement new organization structures
- Conceptual design and development of training curricula
- Work with client executives to facilitate organizational change programs and realize business goals
- Lead clients through streamlining, reengineering and transforming business processes

- Ensure consistency of quality across multiple projects
- Manage client contracts.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Senior Manager 2

General Experience. Business Functions Senior Manager (2)s at least 9 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Senior Manager (2)s apply their broad management skills and specialized functional and technical expertise to lead complex, large projects in delivering client solutions or to manage the operations of multiple Accenture projects. Business Functions Senior Managers provide subject matter expertise in industry, process or business process redesign. A Business Functions Senior Manager (2) is qualified to perform such tasks as:

- Plan and manage the work of business architecture design project teams
- Design and implement new organization structures
- Conceptual design and development of training curricula
- Work with client executives to facilitate organizational change programs and realize business goals
- Lead clients through streamlining, reengineering and transforming business processes
- Ensure consistency of quality across multiple projects
- Manage client contracts.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Senior Manager 1

General Experience. Business Functions Senior Manager (1)s at least 8 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Senior Manager (1)s apply their broad management skills and specialized functional and business expertise to lead complex, large projects in delivering client solutions or to manage the operations of multiple Accenture projects. Business Functions Senior Managers provide subject matter expertise in industry, process or business process redesign. A Business Functions Senior Manager (1) is qualified to perform such tasks as:

- Plan and manage the work of business architecture design project teams
- Design and implement new organization structures
- Conceptual design and development of training curricula

- Work with client executives to facilitate organizational change programs and realize business goals
- Lead clients through streamlining, reengineering and transforming business processes
- Ensure consistency of quality across multiple projects
- Manage client contracts.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Manager 4

General Experience. Business Functions Manager (4)s possess at least 8 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Manager (4)s apply their broad management skills and specialized functional and technical expertise to guide project teams in delivering client solutions or to manage the day-to-day operations of Accenture projects. Business Functions Managers provide subject matter expertise in industry, process or business process redesign. A Business Functions Manager (4) is qualified to perform such tasks as:

- Plan and manage the work of business architecture design project teams
- Design and implement new organization structures
- Conceptual design and development of training curricula
- Assist an organization translate its vision and strategy into core human resource and business processes
- Lead clients through streamlining, reengineering and transforming business processes
- Develop and execute project budgets.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Manager 3

General Experience. Business Functions Manager (3)s possess at least 7 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Manager (3)s apply their broad management skills and specialized functional and technical expertise to guide project teams in delivering client solutions or to manage the day-to-day operations of Accenture projects. Business Functions Managers provide subject matter expertise in industry, process or business process redesign. A Business Functions Manager (3) is qualified to perform such tasks as:

- Plan and manage the work of business architecture design project teams
- Design and implement new organization structures
- Conceptual design and development of training curricula

- Assist an organization translate its vision and strategy into core human resource and business processes
- Lead clients through streamlining, reengineering and transforming business processes
- Develop and execute project budgets.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Manager 2

General Experience. Business Functions Manager (2)s possess at least 6 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Manager (2)s apply their broad management skills and specialized functional and technical expertise to guide project teams in delivering client solutions or to manage the day-to-day operations of Accenture projects. Business Functions Managers provide subject matter expertise in industry, process or business process redesign. A Business Functions Manager (2) is qualified to perform such tasks as:

- Plan and manage the work of business architecture design project teams
- Design and implement new organization structures
- Conceptual design and development of training curricula
- Assist an organization translate its vision and strategy into core human resource and business processes
- Lead clients through streamlining, reengineering and transforming business processes
- Develop and execute project budgets.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Manager 1

General Experience. Business Functions Manager (1)s possess at least 5 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Manager (1)s apply their broad management skills and specialized functional and technical expertise to guide project teams in delivering client solutions or to manage the day-to-day operations of Accenture projects. Business Functions Managers provide subject matter expertise in industry, process or business process redesign. A Business Functions Manager (1) is qualified to perform such tasks as:

- Plan and manage the work of business architecture design project teams
- Design and implement new organization structures
- Conceptual design and development of training curricula

- Assist an organization translate its vision and strategy into core human resource and business processes
- Lead clients through streamlining, reengineering and transforming business processes
- Develop and execute project budgets.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Consultant 4

General Experience. Business Functions Consultant (4)s possess at least 5 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Consultant (4)s apply their advanced skills and experience in systems development, detailed knowledge of business processes, technical background and supervisory skills to implement business solutions. On Accenture projects, Business Functions Consultants provide direction to project teams and interact with clients at the supervisory level. A Business Functions Consultant (4) is qualified to perform tasks such as:

- Supervise Business Functions analysts in the development of software designs, computer programming, system testing or training curricula
- Lead business process redesign teams in the development of new business process architectures.
- Design training programs for business architecture design users
- Participate in quality reviews to ensure work complies with specified standards
- Develop team workplans
- Perform workflow analyses
- Define business architecture design requirements
- Assist in project budget preparation.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Consultant 3

General Experience. Business Functions Consultant (3)s possess at least 4 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Consultant (3)s apply their advanced skills and experience in systems development, detailed knowledge of business processes, technical background and supervisory skills to implement business solutions. On Accenture projects, Business Functions Consultants provide direction to project teams and interact with clients at the supervisory level. A Business Functions Consultant (3) is qualified to perform tasks such as:

- Supervise Business Functions analysts in the development of software designs, computer programming, system testing or training curricula
- Lead business process redesign teams in the development of new business process architectures.
- Design training programs for business architecture design users
- Participate in quality reviews to ensure work complies with specified standards
- Develop team workplans
- Perform workflow analyses
- Define business architecture design requirements
- Assist in project budget preparation.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Consultant 2

General Experience. Business Functions Consultant (2)s possess at least 3 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Consultant (2)s apply their advanced skills and experience in systems development, detailed knowledge of business processes, technical background and supervisory skills to implement business solutions. On Accenture projects, Business Functions Consultants provide direction to project teams and interact with clients at the supervisory level. A Business Functions Consultant (2) is qualified to perform tasks such as:

- Supervise Business Functions analysts in the development of software designs, computer programming, system testing or training curricula
- Lead business process redesign teams in the development of new business process architectures.
- Design training programs for business architecture design users
- Participate in quality reviews to ensure work complies with specified standards
- Develop team workplans
- Perform workflow analyses
- Define business architecture design requirements
- Assist in project budget preparation.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Consultant 1

General Experience. Business Functions Consultant (1)s possess at least 2 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Consultant (1)s apply their advanced skills and experience in systems development, detailed knowledge of business processes, technical background and supervisory skills to implement business solutions. On Accenture projects, Business Functions Consultants provide direction to project teams and interact with clients at the supervisory level. A Business Functions Consultant (1) is qualified to perform tasks such as:

- Supervise Business Functions analysts in the development of training curricula
- Lead business process redesign teams in the development of new business process architectures.
- Design training programs for business architecture design users
- Participate in quality reviews to ensure work complies with specified standards
- Develop team workplans
- Perform workflow analyses
- Define business architecture design requirements
- Assist in project budget preparation.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Analyst 4

General Experience. Business Functions Analysts (4)s possess at least 2 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Analyst (4)s apply their strong analytical and technical skills to assist in implementing business solutions. Business Functions Analysts are directed to exercise core skills on projects, or they may direct small teams. A Business Functions Analyst (4) is qualified to perform tasks such as:

- Document an organization's current business process flows
- Identify and document functional requirements for business architecture design
- Develop project documentation and user training materials according to program specifications
- Conduct user training sessions
- Prepare communications plans
- Produce database extracts
- Provide technical support to Business Functions development teams
- Perform program management support tasks, such as status reporting and workplan maintenance.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Analyst 3

General Experience. Business Functions Analysts (3)s possess 1 to 2 years of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Analyst (3)s apply their strong analytical and technical skills to assist in implementing business solutions. Business Functions Analysts are directed to exercise core skills on projects, or they may direct small teams. A Business Functions Analyst (3) is qualified to perform tasks such as:

- Document an organization's current business process flows
- Identify and document functional requirements for business architecture design
- Develop project documentation and user training materials according to program specifications
- Conduct user training sessions
- Prepare communications plans
- Produce database extracts
- Perform program management support tasks, such as status reporting and workplan maintenance.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Analyst 2

General Experience. Business Functions Analysts (2)s possess at least 1 year of experience in business architecture design implementation, change management efforts or business process redesign and possesses a security clearance.

Functional Responsibility. Business Functions Analyst (2)s apply their strong analytical and technical skills to assist in implementing business solutions. Business Functions Analysts are directed to exercise core skills on projects, or they may direct small teams. A Business Functions Analyst (2) is qualified to perform tasks such as:

- Document an organization's current business process flows
- Identify and document functional requirements for business architecture design
- Develop project documentation and user training materials according to program specifications
- Conduct user training sessions
- Prepare communications plans
- Produce database extracts
- Provide technical support to software development teams
- Perform program management support tasks, such as status reporting and workplan maintenance.

Minimum Education: Bachelor's Degree or 3 years related experience.

Business Functions Analyst 1

General Experience. Business Functions Analysts (1)s have been trained in systems development and/or training methodologies and possesses a security clearance.

Functional Responsibility. Business Functions Analyst (1)s apply their strong analytical and technical skills to assist in implementing business solutions. Business Functions Analysts are directed to exercise core skills on projects, or they may direct small teams. A Business Functions Analyst (1) is qualified to perform tasks such as:

- Document an organization's current business process flows
- Identify and document functional requirements for business architecture design
- Develop project documentation and user training materials according to program specifications
- Conduct user training sessions
- Prepare communications plans
- Produce database extracts
- Provide technical support to software development teams
- Perform program management support tasks, such as status reporting and workplan maintenance.

Minimum Education: Bachelor's Degree or 3 years related experience.

Client Financial Management Labor Category Descriptions

Client Financial Management Manager

General Experience. Client Financial Management Managers possess at least 5 years of experience in the administrative and financial management of client engagements and possesses a security clearance.

Functional Responsibility. Client Financial Management professionals support project personnel in the administrative, financial management and other administrative support functions of client engagements. A Client Financial Management Manager is qualified to perform such tasks as:

- Ensure contractual compliance for an engagement
- Establish and monitor key performance indicators and engagement metrics
- Establish facilities management process and responsibilities
- Develop an engagement's quality plan
- Manage the Client Financial Management team.

Minimum Education: Bachelor's Degree or 3 years related experience.

Client Financial Management Specialist 2

General Experience. Client Financial Management Specialist (2)s possess at least 4 years of experience in the administrative and financial management of client engagements and possesses a security clearance.

Functional Responsibility. Client Financial Management Specialist (2)s support project personnel in the administrative, financial management and other administrative support functions of client engagements. A Client Financial Management Specialist (2) is qualified to perform such tasks as:

- Set up and coordinate an engagement's work management processes, tools and reporting structure
- Set up and coordinate an engagement's financial accounting process
- Establish and manage human resources management processes for an engagement
- Support the development of an engagement's quality plan, procedures and metrics
- Supervise Client Financial Management analysts and assistants.

Minimum Education: Bachelor's Degree or 3 years related experience.

Client Financial Management Specialist 1

General Experience. Client Financial Management Specialist (1)s possess at least 3 years of experience in the administrative and financial management of client engagements and possesses a security clearance.

Functional Responsibility. Client Financial Management Specialist (1)s support project personnel in the administrative, financial management and other administrative support functions of client engagements. A Client Financial Management Specialist (1) is qualified to perform such tasks as:

- Set up and coordinate an engagement's work management processes, tools and reporting structure
- Set up and coordinate an engagement's financial accounting process
- Establish and manage human resources management processes for an engagement
- Support the development of an engagement's quality plan, procedures and metrics
- Supervise Client Financial Management analysts and assistants.

Minimum Education: Bachelor's Degree or 3 years related experience.

Client Financial Management Analyst 2

General Experience. Client Financial Management Analyst (2)s possess at least 2 years of experience in the administrative and financial management of client engagements and possesses a security clearance.

Functional Responsibility. Client Financial Management Analyst (2)s support project personnel in the administrative, financial management and other administrative support functions of client engagements. A Client Financial Management Analyst (2) is qualified to perform such tasks as:

- Prepare engagement reporting, trend analysis, costing and forecasting
- Prepare Accenture billings based upon contractual requirements
- Perform and monitor an engagement's internal financial accounting processes
- Perform and monitor an engagement's human resources and facilities management activities
- Track and monitor quality management checkpoints and metrics.

Minimum Education: Bachelor's Degree or 3 years related experience.

Client Financial Management Analyst 1

General Experience. Client Financial Management Analyst (1)s possess up to 1 year of experience in the administrative and financial management of client engagements and possesses a security clearance.

Functional Responsibility. Client Financial Management Analyst (1)s support project personnel in the administrative, financial management and other administrative support functions of client engagements. A Client Financial Management Analyst (1) is qualified to perform such tasks as:

- Prepare engagement reporting, trend analysis, costing and forecasting
- Prepare Accenture billings based upon contractual requirements
- Perform and monitor an engagement's internal financial accounting processes
- Perform and monitor an engagement's human resources and facilities management activities
- Track and monitor quality management checkpoints and metrics.

Minimum Education: Bachelor's Degree or 3 years related experience.

Executive Assistance Labor Category Descriptions

Executive Assistant 1

General Experience. Executive Assistant (1)s possess up to 1 year of administrative experience and possesses a security clearance.

Functional Responsibility. Executive Assistants provide administrative support to project managers, associate partners and partners on client engagements. Executive Assistant (1)s perform tasks such as:

- Draft Executive correspondence
- Transcribe dictation from tape, voicemail, etc.
- Arrange domestic and international travel plans
- Maintain files and records relating to projects and engagements
- Produce and assemble documents such as spreadsheets and presentations using standard personal computer software.

Minimum Education: High School Diploma.

SCHEDULE RATES

Rates are applicable to the following SINs:

- 874-1 Consulting Services
- 874-2 Facilitation Services
- 874-6 Acquisition Management Support

Rates With Security Clearance SINs 874-1, 874-2 & 874-6

MOBIS Labor Categories - Possesses a Security Clearance	Year Six 3/25/2009 - 9/25/2009		Year Seven 9/26/2009 - 9/25/2010	
Applicable to SINs 874-1, 874-2, 874-6	Gov't Hourly Rate	Gov't Daily Rate	Gov't Hourly Rate	Gov't Daily Rate
Business Functions Analyst 1	\$82.15	\$657.20	\$84.69	\$677.52
Business Functions Analyst 2	\$96.85	\$774.80	\$99.84	\$798.72
Business Functions Analyst 3	\$106.64	\$853.12	\$109.92	\$879.36
Business Functions Analyst 4	\$121.33	\$970.64	\$125.06	\$1,000.48
Business Functions Consultant 1	\$118.28	\$946.24	\$121.90	\$975.20
Business Functions Consultant 2	\$133.94	\$1,071.52	\$138.07	\$1,104.56
Business Functions Consultant 3	\$148.79	\$1,190.32	\$153.37	\$1,226.96
Business Functions Consultant 4	\$163.62	\$1,308.96	\$168.67	\$1,349.36
Business Functions Manager 1	\$168.65	\$1,349.20	\$173.85	\$1,390.80
Business Functions Manager 2	\$188.92	\$1,511.36	\$194.73	\$1,557.84
Business Functions Manager 3	\$195.60	\$1,564.80	\$201.62	\$1,612.96
Business Functions Manager 4	\$215.63	\$1,725.04	\$222.27	\$1,778.16
Business Functions Senior Manager 1	\$251.51	\$2,012.08	\$259.24	\$2,073.92
Business Functions Senior Manager 2	\$292.32	\$2,338.56	\$301.31	\$2,410.48
Business Functions Senior Manager 3	\$322.92	\$2,583.36	\$332.84	\$2,662.72
Business Functions Associate Partner 1	\$335.19	\$2,681.52	\$345.50	\$2,764.00
Business Functions Associate Partner 2	\$368.37	\$2,946.96	\$379.71	\$3,037.68
Business Functions Associate Partner 3	\$400.90	\$3,207.20	\$413.24	\$3,305.92
Business Functions Associate Partner 4	\$442.25	\$3,538.00	\$455.86	\$3,646.88
Business Functions Partner 1	\$523.95	\$4,191.60	\$540.07	\$4,320.56
Client Financial Management Analyst 1	\$74.38	\$595.04	\$76.64	\$613.12
Client Financial Management Analyst 2	\$88.91	\$711.28	\$91.64	\$733.12
Client Financial Management Specialist 1	\$101.92	\$815.36	\$105.04	\$840.32
Client Financial Management Specialist 2	\$112.13	\$897.04	\$115.56	\$924.48
Client Financial Management Manager	\$148.98	\$1,191.84	\$153.53	\$1,228.24
Executive Assistant 1	\$62.01	\$496.08	\$63.90	\$511.20

MOBIS Labor Categories - Possesses a Security Clearance	Year Eight 9/26/2010 - 9/25/2011		Year Nine 9/26/2011 - 9/25/2012	
Applicable to SINs 874-1, 874-2, 874-6	Gov't Hourly Rate	Gov't Daily Rate	Gov't Hourly Rate	Gov't Daily Rate
Business Functions Analyst 1	\$87.32	\$698.56	\$90.03	\$720.24
Business Functions Analyst 2	\$102.94	\$823.52	\$106.16	\$849.28
Business Functions Analyst 3	\$113.34	\$906.72	\$116.87	\$934.96
Business Functions Analyst 4	\$128.96	\$1,031.68	\$132.97	\$1,063.76
Business Functions Consultant 1	\$125.70	\$1,005.60	\$129.60	\$1,036.80
Business Functions Consultant 2	\$142.38	\$1,139.04	\$146.83	\$1,174.64
Business Functions Consultant 3	\$158.15	\$1,265.20	\$163.09	\$1,304.72
Business Functions Consultant 4	\$173.93	\$1,391.44	\$179.35	\$1,434.80
Business Functions Manager 1	\$179.28	\$1,434.24	\$184.88	\$1,479.04
Business Functions Manager 2	\$200.80	\$1,606.40	\$207.06	\$1,656.48
Business Functions Manager 3	\$207.90	\$1,663.20	\$214.38	\$1,715.04
Business Functions Manager 4	\$229.22	\$1,833.76	\$236.36	\$1,890.88
Business Functions Senior Manager 1	\$267.32	\$2,138.56	\$275.65	\$2,205.20
Business Functions Senior Manager 2	\$310.69	\$2,485.52	\$320.38	\$2,563.04
Business Functions Senior Manager 3	\$343.23	\$2,745.84	\$353.92	\$2,831.36
Business Functions Associate Partner 1	\$356.27	\$2,850.16	\$367.38	\$2,939.04
Business Functions Associate Partner 2	\$391.54	\$3,132.32	\$403.74	\$3,229.92
Business Functions Associate Partner 3	\$426.13	\$3,409.04	\$439.42	\$3,515.36
Business Functions Associate Partner 4	\$470.08	\$3,760.64	\$484.73	\$3,877.84
Business Functions Partner 1	\$556.92	\$4,455.36	\$574.28	\$4,594.24
Client Financial Management Analyst 1	\$79.02	\$632.16	\$81.46	\$651.68
Client Financial Management Analyst 2	\$94.47	\$755.76	\$97.40	\$779.20
Client Financial Management Specialist 1	\$108.28	\$866.24	\$111.63	\$893.04
Client Financial Management Specialist 2	\$119.12	\$952.96	\$122.80	\$982.40
Client Financial Management Manager	\$158.29	\$1,266.32	\$163.19	\$1,305.52
Executive Assistant 1	\$65.87	\$526.96	\$67.92	\$543.36

MOBIS Labor Categories - Possesses a Security Clearance	Year Ten 9/26/2012 - 9/25/2013	
Applicable to SINs 874-1, 874-2, 874-6	Gov't Hourly Rate	Gov't Daily Rate
Business Functions Analyst 1	\$92.88	\$743.04
Business Functions Analyst 2	\$109.52	\$876.16
Business Functions Analyst 3	\$120.56	\$964.48
Business Functions Analyst 4	\$137.18	\$1,097.44
Business Functions Consultant 1	\$133.71	\$1,069.68
Business Functions Consultant 2	\$151.47	\$1,211.76
Business Functions Consultant 3	\$168.26	\$1,346.08
Business Functions Consultant 4	\$185.01	\$1,480.08
Business Functions Manager 1	\$190.72	\$1,525.76
Business Functions Manager 2	\$213.61	\$1,708.88
Business Functions Manager 3	\$221.16	\$1,769.28
Business Functions Manager 4	\$243.82	\$1,950.56
Business Functions Senior Manager 1	\$284.37	\$2,274.96
Business Functions Senior Manager 2	\$330.53	\$2,644.24
Business Functions Senior Manager 3	\$365.13	\$2,921.04
Business Functions Associate Partner 1	\$379.00	\$3,032.00
Business Functions Associate Partner 2	\$416.52	\$3,332.16
Business Functions Associate Partner 3	\$453.32	\$3,626.56
Business Functions Associate Partner 4	\$500.06	\$4,000.48
Business Functions Partner 1	\$592.46	\$4,739.68
Client Financial Management Analyst 1	\$84.02	\$672.16
Client Financial Management Analyst 2	\$100.46	\$803.68
Client Financial Management Specialist 1	\$115.13	\$921.04
Client Financial Management Specialist 2	\$126.65	\$1,013.20
Client Financial Management Manager	\$168.31	\$1,346.48
Executive Assistant 1	\$70.05	\$560.40

Rates Without Security Clearance SINs 874-1, 874-2 & 874-6

For resources that meet the qualifications of the labor category descriptions but do not possess a security clearance, Accenture Federal Services LLC offers the following labor category rates.

MOBIS Labor Categories - Does Not Possess a Security Clearance	Year Six 3/25/2009 - 9/25/2009		Year Seven 9/26/2009 - 9/25/2010	
	Gov't Hourly Rate	Gov't Daily Rate	Gov't Hourly Rate	Gov't Daily Rate
Applicable to SINs 874-1, 874-2, 874-6				
Business Functions Analyst 1	\$79.56	\$636.48	\$81.67	\$653.36
Business Functions Analyst 2	\$90.61	\$724.88	\$93.02	\$744.16
Business Functions Analyst 3	\$90.61	\$724.88	\$93.02	\$744.16
Business Functions Analyst 4	\$103.35	\$826.80	\$106.09	\$848.72
Business Functions Consultant 1	\$109.14	\$873.12	\$112.04	\$896.32
Business Functions Consultant 2	\$109.14	\$873.12	\$112.04	\$896.32
Business Functions Consultant 3	\$117.64	\$941.12	\$120.77	\$966.16
Business Functions Consultant 4	\$134.60	\$1,076.80	\$138.17	\$1,105.36
Business Functions Manager 1	\$150.22	\$1,201.76	\$154.21	\$1,233.68
Business Functions Manager 2	\$171.59	\$1,372.72	\$176.15	\$1,409.20
Business Functions Manager 3	\$185.32	\$1,482.56	\$190.25	\$1,522.00
Business Functions Manager 4	\$199.06	\$1,592.48	\$204.35	\$1,634.80
Business Functions Senior Manager 1	\$219.66	\$1,757.28	\$225.49	\$1,803.92
Business Functions Senior Manager 2	\$240.25	\$1,922.00	\$246.64	\$1,973.12
Business Functions Senior Manager 3	\$281.44	\$2,251.52	\$288.91	\$2,311.28
Business Functions Associate Partner 1	\$322.28	\$2,578.24	\$330.85	\$2,646.80
Business Functions Associate Partner 2	\$355.40	\$2,843.20	\$364.84	\$2,918.72
Business Functions Associate Partner 3	\$399.51	\$3,196.08	\$410.12	\$3,280.96
Business Functions Associate Partner 4	\$442.25	\$3,538.00	\$455.86	\$3,646.88
Business Functions Partner 1	\$523.95	\$4,191.60	\$540.07	\$4,320.56
Client Financial Management Analyst 1	\$74.38	\$595.04	\$76.64	\$613.12
Client Financial Management Analyst 2	\$88.91	\$711.28	\$91.64	\$733.12
Client Financial Management Specialist 1	\$98.45	\$787.60	\$101.07	\$808.56
Client Financial Management Specialist 2	\$107.20	\$857.60	\$110.04	\$880.32
Client Financial Management Manager	\$148.98	\$1,191.84	\$153.53	\$1,228.24
Executive Assistant 1	\$56.44	\$451.52	\$57.94	\$463.52

MOBIS Labor Categories - Does Not Possess a Security Clearance	Year Eight 9/26/2010 - 9/25/2011		Year Nine 9/26/2011 - 9/25/2012	
	Gov't Hourly Rate	Gov't Daily Rate	Gov't Hourly Rate	Gov't Daily Rate
Applicable to SINs 874-1, 874-2, 874-6				
Business Functions Analyst 1	\$84.78	\$678.24	\$88.00	\$704.00
Business Functions Analyst 2	\$96.55	\$772.40	\$100.22	\$801.76
Business Functions Analyst 3	\$96.55	\$772.40	\$100.22	\$801.76
Business Functions Analyst 4	\$110.12	\$880.96	\$114.30	\$914.40
Business Functions Consultant 1	\$116.29	\$930.32	\$120.71	\$965.68
Business Functions Consultant 2	\$116.29	\$930.32	\$120.71	\$965.68
Business Functions Consultant 3	\$125.35	\$1,002.80	\$130.12	\$1,040.96
Business Functions Consultant 4	\$143.42	\$1,147.36	\$148.87	\$1,190.96
Business Functions Manager 1	\$160.08	\$1,280.64	\$166.16	\$1,329.28
Business Functions Manager 2	\$182.84	\$1,462.72	\$189.79	\$1,518.32
Business Functions Manager 3	\$197.48	\$1,579.84	\$204.99	\$1,639.92
Business Functions Manager 4	\$212.12	\$1,696.96	\$220.18	\$1,761.44
Business Functions Senior Manager 1	\$234.06	\$1,872.48	\$242.96	\$1,943.68
Business Functions Senior Manager 2	\$256.01	\$2,048.08	\$265.73	\$2,125.84
Business Functions Senior Manager 3	\$299.90	\$2,399.20	\$311.29	\$2,490.32
Business Functions Associate Partner 1	\$343.42	\$2,747.36	\$356.46	\$2,851.68
Business Functions Associate Partner 2	\$378.70	\$3,029.60	\$393.10	\$3,144.80
Business Functions Associate Partner 3	\$425.71	\$3,405.68	\$441.89	\$3,535.12
Business Functions Associate Partner 4	\$470.08	\$3,760.64	\$484.73	\$3,877.84
Business Functions Partner 1	\$556.92	\$4,455.36	\$574.28	\$4,594.24
Client Financial Management Analyst 1	\$79.02	\$632.16	\$81.46	\$651.68
Client Financial Management Analyst 2	\$94.47	\$755.76	\$97.40	\$779.20
Client Financial Management Specialist 1	\$104.91	\$839.28	\$108.90	\$871.20
Client Financial Management Specialist 2	\$114.22	\$913.76	\$118.57	\$948.56
Client Financial Management Manager	\$158.29	\$1,266.32	\$163.19	\$1,305.52
Executive Assistant 1	\$60.15	\$481.20	\$62.44	\$499.52

MOBIS Labor Categories - Does Not Possess a Security Clearance	Year Ten 9/26/2012 - 9/25/2013	
	Gov't Hourly Rate	Gov't Daily Rate
Applicable to SINs 874-1, 874-2, 874-6		
Business Functions Analyst 1	\$91.35	\$730.80
Business Functions Analyst 2	\$104.03	\$832.24
Business Functions Analyst 3	\$104.03	\$832.24
Business Functions Analyst 4	\$118.65	\$949.20
Business Functions Consultant 1	\$125.30	\$1,002.40
Business Functions Consultant 2	\$125.30	\$1,002.40
Business Functions Consultant 3	\$135.06	\$1,080.48
Business Functions Consultant 4	\$154.53	\$1,236.24
Business Functions Manager 1	\$172.48	\$1,379.84
Business Functions Manager 2	\$197.00	\$1,576.00
Business Functions Manager 3	\$212.78	\$1,702.24
Business Functions Manager 4	\$228.55	\$1,828.40
Business Functions Senior Manager 1	\$252.19	\$2,017.52
Business Functions Senior Manager 2	\$275.83	\$2,206.64
Business Functions Senior Manager 3	\$323.12	\$2,584.96
Business Functions Associate Partner 1	\$370.01	\$2,960.08
Business Functions Associate Partner 2	\$408.03	\$3,264.24
Business Functions Associate Partner 3	\$458.68	\$3,669.44
Business Functions Associate Partner 4	\$500.06	\$4,000.48
Business Functions Partner 1	\$592.46	\$4,739.68
Client Financial Management Analyst 1	\$84.02	\$672.16
Client Financial Management Analyst 2	\$100.46	\$803.68
Client Financial Management Specialist 1	\$113.03	\$904.24
Client Financial Management Specialist 2	\$123.08	\$984.64
Client Financial Management Manager	\$168.31	\$1,346.48
Executive Assistant 1	\$64.81	\$518.48

Accenture Federal Services LLC also offers these additional labor categories under SIN 874-1 and 872-2:

Additional Rates for SIN 874-1: CONSULTING SERVICES

Accenture Federal Services LLC provides expert consultation, assistance, and deliverables within the context of MOBIS.

MOBIS Labor Categories -	6/8/2009 - 9/25/2013
SIN 874-1	
	Gov't Hourly Rate
Vice President—Complexity & Innovation	\$434.18
Vice President	\$410.80
Senior Consultant—Complexity & Innovation	\$387.27
Principal	\$381.89
Engagement Director	\$379.15
Lean Six Sigma Master Black Belt	\$379.15
Lean Six Sigma Black Belt	\$358.11
Senior Consultant	\$358.11
Engagement Coordinator	\$169.40

Additional Rates for SIN 874-2: FACILITATION SERVICES

Accenture Federal Services LLC provides facilitation and related decision support services to agencies engaging in collaboration efforts, working groups, or integrated product, process, or self-directed teams.

MOBIS Labor Categories -	6/8/2009 - 9/25/2013
SIN 874-2	
	Gov't Hourly Rate
Vice President—Complexity & Innovation	\$434.18
Vice President	\$410.80
Senior Consultant—Complexity & Innovation	\$387.27
Principal	\$381.89
Engagement Director	\$379.15
Lean Six Sigma Master Black Belt	\$379.15
Lean Six Sigma Black Belt	\$358.11
Senior Consultant	\$358.11
Engagement Coordinator	\$169.40

Facilitation Session Description	6/8/2009 - 9/25/2013
SIN 874-2	
Kaizen Workshop	\$24,998.49

Labor Category Descriptions

Labor Category: Vice President—Complexity & Innovation

Minimum/General Experience: Officers have a minimum of ten years of industry and consulting experience with expertise in Complexity, Innovation, Strategy consulting, Engagement Management, Training, Operations Consulting, Project Management, Leadership and Organizational Assessments, Program Audit and Evaluation , and managing Complexity & Innovation Engagements.

Functional Responsibility: Vice Presidents of Complexity & Innovation are officers in the company with significant engagement management and leadership experience who provide top level consultation and facilitation services.

Minimum Education: Bachelors of Arts or Bachelors of Science with a Masters of Science or Masters of Business Administration.

Labor Category: Vice President

Minimum/General Experience: Officers have a minimum of fifteen years of industry and consulting experience with expertise in Lean Six Sigma Program Design, Executive Coaching, Team Effectiveness Training, Sales and Marketing, Product Development, Lean Operations, Process Cycle Time reduction, Leadership and Organizational Assessments, Process Measurement Development, Program Audit and Evaluation and Lean Six Sigma Program Deployment.

Functional Responsibility: Vice Presidents are officers in the company with significant industry, program management and leadership experience who provide top level consultation and facilitation services.

Minimum Education: Bachelors of Art or Bachelors of Science in Engineering with a Masters of Science or Masters of Business Administration.

Labor Category: Senior Consultant—Complexity & Innovation

Minimum/General Experience: Senior Consultants must be trained experts on the application of Complexity & Innovation methodologies and tools at least 2 years of consulting experience and 7 years of industry experience. Senior consultants must complete the 2 ? 3 weeks of training, pass all written examinations and the successfully complete two Complexity & Innovation projects.

Functional Responsibility: Senior Consultants complete and lead Complexity & Innovation projects and provide consulting to Black Belts during the course of their projects.

Minimum Education: BS/BA.

Labor Category: **Principal**

Minimum/General Experience: Principals have a minimum of ten years industry and consulting experience. They must have expertise and have demonstrated the ability to organize and lead large and complex projects in Lean Six Sigma Program Design, Sales and Marketing, Product Development, Lean Operations, Process Cycle Time reduction, Kaizen Events, Process Measurement Development, and Lean Six Sigma Program Deployment.

Functional Responsibility: Lead the design and deployment of large-scale, complex Lean Six Sigma programs across large and diverse organizations.

Minimum Education: BS or BA, MBA Preferred.

Labor Category: **Engagement Director**

Minimum/General Experience: Engagement Directors have a minimum of ten years of industry and consulting experience. Must have demonstrated expertise in Lean Six Sigma Program Design, Product Development, Lean Operations, Process Cycle Time reduction, Kaizen Events, Process Measurement Development, and Lean Six Sigma Program Deployment.

Functional Responsibility: Engagement Directors lead the design and deployment of large-scale Lean Six Sigma programs across organizations.

Minimum Education: BS or BA, MBA Preferred.

Labor Category: **Lean Six Sigma Master Black Belt**

Minimum/General Experience: Master Black belts have at least ten years of Six Sigma experience, completed a Master Black Belt technical examination, and lead the training and successful project execution of at least two waves of candidate Black Belts (between 40 and 60 people) over 1 - 2 years. Must be highly trained and experienced experts in the deployment of Lean Six Sigma methods and tools.

Functional Responsibility: Master Black Belts deliver Lean Six Sigma Black Belt training, Design for Lean Six Sigma Black Belt Training, Lean Six Sigma Black Belt Training for Service (Transactional) Processes, Kaizen Events, Master Black Belt Training, Green Belt training, Executive Sessions, Champion training and provide coaching to organizational leaders during the Lean Six Sigma deployment. Master

Black Belts are certified through corporations and the American Society of Quality (ASQ). Master Black Belts are the technical experts on Lean Six Sigma methodologies and tools.

Minimum Education: BS or BA, MBA Preferred.

Labor Category: **Lean Six Sigma Black Belt**

Minimum/General Experience: Lean Six Sigma Black Belts must be trained experts on the application of Lean Six Sigma methods and tools in the improvement of processes with at least 2 years of Lean Six Sigma experience and 7 years of industry experience. Black Belts must complete the 4 - 6 weeks of training, pass all written examinations and the successfully complete two 3- 6 month improvement projects.

Functional Responsibility: Black Belts deliver Kaizen Events, Green Belt training, Executive Sessions, Champion training and provide coaching to Black Belts during the course of their projects. Black Belts are certified by corporations and through the American Society of Quality.

Minimum Education: BS/BA.

Labor Category: **Senior Consultant**

Minimum/General Experience: Senior Consultants have expertise in improvement techniques such as pull systems, Kaizen events, improvement project implementation, Business Process Reengineering, measurement system development and computer specifications development.

Functional Responsibility: Assist in the deployment of improvement methodologies and tools in improvement projects. They have at least five years of industry and consulting experience.

Minimum Education: BS/BA.

Labor Category: **Engagement Coordinator**

Minimum/General Experience: 8 to 10 years supporting multiple ongoing projects involving commercial and/or Government customers. Scheduling, overseeing and coordinating the efforts of work groups and individuals supporting achievement of overall program goals. Self-starter, detail oriented, excellent organization skills, and a demonstrated ability to work with and manage diverse work groups.

Functional Responsibility: Monitor activities and status of ongoing programs. Interface with clients to deliver contracted services based on customer requirements. Resolve all related logistics matters in advance of the date the service is scheduled. Monitor performance of task orders, including SOW and schedule compliance. Report

training progress and status to COR (Contracting Officer's Representative) and/or others as established by CDRL (Contract Data Requirements List) or other contract requirement. Prepare monthly task order status reports and financial/expense summary documents for ongoing programs. Support periodic meetings and reviews or schedule, staffing and revenue/task order related issues. Coordinate as needed with the COR and/or CO on status and contract issues.

Minimum Education: BA/BS in business related or other field appropriate to the task description, or an appropriate combination of education and directly relatable experience providing coordination for multiple projects.

Education Substitution Policy

AFS recognizes varying levels of education and experience in their position descriptions. AFS maintains that many times experience is as or more important than formal preparation. Therefore, it is AFS' policy to substitute two years of related experience for one year of higher education where appropriate and with the client's approval.

Facilitation Session Descriptions:

Kaizen Workshop

Kaizen is a focused, high energy, high velocity cross-functional team breakthrough event. The 1-week Kaizen Event, following a tightly scoped 3-day Define phase of the Lean Six Sigma DMAIC (Define, Measure, Analyze, Improve, Control) process focuses cross-functional teams on the Measure-Analyze-Improve-Control phases of the DMAIC process. Teams define current state via value stream maps, process walkthroughs, videotape, pictures, and data. Teams analyze the process to identify root causes, then design, pilot, and implement improvements, train affected employees, and ensure new processes are capable. Findings, results and remaining actions presented to management are completed with facilitation following the event in a tightly scoped 2-day follow-up to the Control phase to ensure gains are being sustained. The total 2-week effort is typically divided into Kaizen Event Prep and Kaizen Event. Participants learn a continuous improvement implementation strategy that is quick and effective. They will also learn how to use a wide array of tools and problem solving techniques as well as how to map, measure, analyze, plan, implement, and sustain significant process improvements. Typical Kaizen results are a 20-50% reduction in Lead Time, 5-20% improvement in productivity, 20-50% reduction in inventory, and significant improvements to quality, on-time performance, and safety, Improved work area (cleaner, safer, better organized). Typical results range from \$10K-\$250K per Kaizen.

Rates for SIN 874-4: TRAINING SERVICE

Accenture Federal Services LLC offers off-the-shelf, or customized off-the-shelf training packages under this SIN to meet specific agency needs related to management, organizational and business improvement services.

Training Services Description SIN 874-4	6/8/2009 - 9/25/2013
	\$154,555 (5-week)
Design for Lean Six Sigma Black Belt*	\$123,644 (4-week)
Design for Lean Six Sigma Black Belt-Product (3 weeks)	\$92,733
Design for Lean Six Sigma Black Belt-Service (3 weeks)	\$92,733
Design for Lean Six Sigma Black Belt-Service (2 weeks)	\$61,822
Green Belt Training—Lean Six Sigma*	\$61,822
Green Belt Training Lean Six Sigma for Service*	\$61,822
Kaizen Leadership	\$30,910
Lean Six Sigma Executive Training*	\$15,456
Lean Six Sigma Champion Training*	\$30,876
Lean Six Sigma Executive (1-Day)*	\$7,728
	\$154,555 (5-week)
Lean Six Sigma Black Belt Course*	\$123,644 (4-week)
	\$154,555 (5-week)
Lean Six Sigma Black Belt for Service (Transactional)*	\$123,644 (4-week)
Lean Six Sigma Yellow Belt	\$7,728
Lean Six Sigma Project Sponsor Training*	\$23,157
Lean Six Sigma Master Black Belt Training*	\$92,629
Lean Six Sigma Deployment Planning Kaizen	\$40,947
Project Identification & Selection	\$18,011
Team Effectiveness for Green Belts	\$15,438
Team Accelerator Training*	\$30,876
Train the Trainer for Yellow Belt Training	\$15,456
Train the Trainer for Team Accelerator Training for Black Belt	\$33,910
Train the Trainer for Project Sponsor Training	\$33,910
Train the Trainer for Green Belt Team Effectiveness Training	\$16,955

*Brand Name—6 Sigma; Unit of Issue—1; Time of Delivery ARO—30 Days

Course Descriptions

Design for Lean Six Sigma Black Belt

Objectives of the Course: Design for Lean Six Sigma (DFLSS) is similar to Six Sigma in that the focus is on improving quality, time to market, and delivering measurable financial results.

However, where Six Sigma is focused on improving existing processes, DFLSS is focused on creating new designs or new processes (transactional and/or manufacturing). DFLSS is focused on designing-in quality rather than addressing quality problems down the road.

Achieve a flawless launch of new high-value products that meet the cost and timing goals of the business while delighting customers

- Comprehensive curriculum that incorporates all phases of new product development including market segmentation, requirements gathering, concept selection, system design, detailed design, pilot, and production.
- Emphasis on Voice of the Customer throughout design and development ensures market enthusiasm for the new product offerings.
- Integrated Lean methods focus on speed and efficiency.
- Well-balanced curriculum incorporates both human factors and technical toolkits.

The course also provides Black Belts with a 1-week Team Accelerator course designed to generate fast, effective teamwork with those directly involved in the execution of Lean Six Sigma. The Team Accelerator workshop accomplishes this by investigating Leadership Styles, Team Performance, Conflict Resolution, Meeting Effectiveness, Double Loop Learning, Productive Teams, Team Roles, and performing 2 Learning Cycles during the course. Team Accelerator is highly recommended for optimum results, but is optional.

The five weeks of classroom (50% instruction, 50% hands-on exercises) are spread out over 4-6 months to allow work on projects in between training weeks.

To obtain certification, it is expected that Black Belt candidates complete pre-work assigned prior to class, pass all examinations (scoring at least 80%) and successfully complete an assigned improvement project. The course is staffed with 2 instructors (except for the Team Accelerator).

Design for Lean Six Sigma Black Belt – Product (3 weeks)

The Design for Lean Six Sigma (DfLSS) training is similar to other Lean Six Sigma training. The focus is on improving quality, time to market, and delivering measurable financial results. However, where other Lean Six Sigma training is focused on improving existing processes, DfLSS (product) is focused on creating new designs and building better products. DfLSS is focused on designing-in quality rather than addressing quality problems down the road. This course includes:

- Comprehensive curriculum that incorporates all phases of new product development, including market segmentation, requirements gathering, concept selection, system design, detailed design, pilot, and production.
- Emphasis on Voice of the Customer throughout design and development ensures market enthusiasm for the new product offerings.
- Integrated Lean methods focus on speed and efficiency.
- Well-balanced curriculum incorporates both human factors and technical toolkits.

The training consists of three 1-week sessions of classroom experience, with at least three weeks allowed between each class for application of the lessons to the projects. Class size is 25-30 students (typically only 7-10 DfLSS students, plus their key team members). The class is staffed with two instructors.

Design for Lean Six Sigma Black Belt – Service (3 weeks)

The Design for Lean Six Sigma (DfLSS) training is similar to other Lean Six Sigma training. The focus is on improving quality, time to market, and delivering measurable financial results. However, where other Lean Six Sigma training is focused on improving existing processes, DfLSS (service) is focused on creating new processes. DfLSS is focused on designing-in quality rather than addressing quality problems down the road. This course includes:

- Comprehensive curriculum that incorporates all phases of new process development, including market segmentation, requirements gathering, concept selection, system design, detailed design, pilot, and production.
- Emphasis on Voice of the Customer throughout design and development ensures market enthusiasm for the new product offerings.
- Integrated Lean methods focus on speed and efficiency.
- Well-balanced curriculum incorporates both human factors and technical toolkits.

The training consists of three 1-week sessions of classroom experience, with at least 3 weeks allowed between each class for application of the lessons to the projects. Class size is 25-30 students (typically only 7-10 DfLSS students, plus their key team members). Class length is 3 weeks, or 2 weeks if the participants are already DMAIC certified. It is staffed with two instructors.

Design for Lean Six Sigma Black Belt – Service (2 weeks)

The Design for Lean Six Sigma (DfLSS) training is similar to other Lean Six Sigma training. The focus is on improving quality, time to market, and delivering measurable financial results. However, where other Lean Six Sigma training is focused on improving existing processes, DfLSS (service) is focused on creating new processes. DfLSS is focused on designing-in quality rather than addressing quality problems down the road. This course includes:

- Comprehensive curriculum that incorporates all phases of new process development, including market segmentation, requirements gathering, concept selection, system design, detailed design, pilot, and production.
- Emphasis on Voice of the Customer throughout design and development ensures market enthusiasm for the new product offerings.
- Integrated Lean methods focus on speed and efficiency.
- Well-balanced curriculum incorporates both human factors and technical toolkits.

The training consists of two 1-week sessions of classroom experience, with at least 3 weeks allowed between each class for application of the lessons to the projects. Class size is 25-30 students (typically only 7-10 DfLSS students, plus their key team members). Class length is 3 weeks, or 2 weeks if the participants are already DMAIC certified. It is staffed with two instructors.

Green Belt Training—Lean Six Sigma

This two-week course provides Green Belt candidates with the understanding of Lean Six Sigma, Lean Six Sigma improvement tools and project management fundamentals to be active contributors to a Black Belt project or lead small-scale Lean Six Sigma improvement projects.

Topics addressed in this course include establishing effective improvement teams, understanding the voice of the customer, process mapping, Pareto charts, histograms, Failure Modes and Effect Analysis, the value of process cycle time compression, control charts, measurement system analysis, sampling and data collection, process capability, Kaizen events, 5S, Setup reduction, process value analysis, introduction to DOE, ANOVA and process control. This course is a mix of case studies, simulations and presentation.

Green Belt certification is obtained by attending all classes, successfully passing all examinations (score of 70%) and completing or contributing to one successful improvement project. The course is staffed with 2 instructors.

Green Belt Training Lean Six Sigma for Service

This two-week course provides Green Belt candidates with the understanding of Lean Six Sigma, Lean Six Sigma improvement tools and project management fundamentals to be active contributors to a Black Belt project or lead small-scale Lean Six Sigma improvement projects.

Topics addressed in this course include establishing effective improvement teams, understanding the voice of the customer, process mapping, Pareto charts, histograms, Failure Modes and Effect Analysis, the value of process cycle time compression, control charts, measurement system analysis, sampling and data collection, process capability, Kaizen events, 5S, Setup reduction, process value analysis, introduction to DOE, ANOVA and process control. This course is a mix of case studies, simulations and presentation.

Green Belt certification is obtained by attending all classes, successfully passing all examinations (score of 70%) and completing or contributing to one successful improvement project. The course is staffed with 2 instructors.

Kaizen Leadership Training

This training is for providing instructions to Black Belts and Green Belts on how to facilitate and direct Kaizen events. Kaizen events are intensive, action-oriented, cross-functional, accelerated mini-DMAIC projects, focusing on realization of immediate improvements within a targeted process area. This workshop is taught as a combination of lecture, case studies and simulations. This intensive training teaches participants processes for Kaizen event selection, scoping, preparation, facilitation, and post-work. Class size is 10 to 12, and the length is 4-days. It is staffed with two instructors.

Lean Six Sigma Executive Training

This 2-day course is designed to prepare key managers to perform their oversight roles during a Lean Six Sigma deployment. The course provides managers with a working knowledge of the Lean Six Sigma program, methodology and processes. The course also provides guidelines for performing their management roles.

The first day of the course is delivered as an interactive, business simulation. This simulation has the participants assume roles within an organization and apply the DMAIC improvement methodology and improvement tools on the simulated process. As a team, they move a poorly

functioning process to higher levels of performance through the use of the methods and tools including project chartering, process capability, process mapping, narrowing critical process variables, Pareto charts, histograms, box plots, descriptive statistics, run charts, cause and effect matrix and developing and implementing pilot solutions.

The second day provides additional information on the history of Lean, Six Sigma, and Lean Six Sigma, the key roles in a deployment, additional tools and key management processes to support a Lean Six Sigma deployment including project identification, project selection, selection of Black Belts and Green Belts, performing Gate Reviews, communication of the program goals and status and sharing organizational best practices. After completing the course, participants will apply the concepts to overseeing their own BB project for the next 3-5 months. The course is staffed with 2 instructors.

Lean Six Sigma Champion Training

The purpose of the workshop is to train Lean Six Sigma Champions to perform the critical functions of their roles, including:

- Communicating the organizational goals and methods that Lean Six Sigma will employ to achieve these goals
- Identifying, prioritizing and staffing the critical few projects for the organization
- Estimating and tracking the results of the Lean Six Sigma projects
- Acting as Gate Review monitors, ensuring selected projects are meeting requirements before moving forward to the next stage of implementation
- Designing and maintaining the Lean Six Sigma organizational infrastructure

The 3-day course is designed to walk the champion through the approaches for identifying and selecting projects for the Lean Six Sigma program. The participants are required to bring relevant organizational data and strategic planning information with them for use in applying the following tools: process classification, process decomposition, Kano analysis, financial statement / cost decomposition and customer requirement analysis. The class is approximately 35% lecture and 65% exercises using their own supplied data.

The course also focuses on topics relating to Lean Six Sigma program management. Key topics include communications plan development, best practice transfer, addressing change management, organizational design and role definition, and ongoing project portfolio management. After satisfactory completion the course, participants are able continue applying the tools to generate a queue of projects for future assignment to Black Belts. The course is staffed with 2 instructors.

Lean Six Sigma Executive (1-Day)

This course is delivered to all levels of an organization to provide an overview of the history of Lean Six Sigma, describe the improvement approach, allow all participants to experience an actual project implementation lifecycle through a business simulation. This simulation has the participants assume roles within an organization and apply the DMAIC improvement methodology and improvement tools on the simulated process. As a team, they move a poorly functioning process to higher levels of performance through the use of the methods and tools

including project chartering, process capability, process mapping, narrowing critical process variables, Pareto charts, histograms, box plots, descriptive statistics, run charts, cause and effect matrix and developing and implementing pilot solutions. The course is staffed with 2 instructors.

Lean Six Sigma Black Belt Course

This five week course provides the Lean Six Sigma Black Belt candidate with an integrated Lean and Six Sigma curriculum enabling them to apply the **DMAIC methodology** (Design—Measure—Analyze—Improve—Control), **Six Sigma problem solving tools** including; Process Mapping, value-stream mapping, Value Analysis, Brainstorming, Statistical Process Control, Check Sheets, Run Charts, Histograms, Scatter Diagrams, Control Charts, Pareto Analysis, Cause & Effect/Fishbone Diagrams, Nominal Group Technique/Multivoting, Affinity , Interrelationship Digraphs (ID), Force Field Analysis, Gage R&R, Cp & Cpk, Multivari Chart, Boxplots, Main Effects Plots, Interaction Plots, Regression Analysis, Analysis of Variance (ANOVA), C&E Matrices/QFD, Failure Modes & Effects Analysis (FMEA), Design of Experiments (DOE), Hypothesis Testing and Response Surface Methodology and critical **Lean Improvement tools** including; "Time Trap" identification and improvement, Process Flow Analysis, Lean Production design, Poka-Yoke, Sales and operations planning, stocking strategy, Materials management, Shop floor controls, Kaizen Blitz, Vendor certification/scorecards/lead-time reduction, pull system design and cycle time reduction. The course also provides Black Belts with a 1-week Team Accelerator course designed to generate fast, effective teamwork with those directly involved in the execution of Lean Six Sigma. The Team Accelerator workshop accomplishes this by investigating Leadership Styles, Team Performance, Conflict Resolution, Meeting Effectiveness, Double Loop Learning, Productive Teams, Team Roles, and performing 2 Learning Cycles during the course. Team Accelerator is highly recommended for optimum results, but is optional.

This unique course is particularly applicable in complex processes where quality improvement, speed and process cycle time reduction are critical for organizational success. Successful completion of the Black Belt course requires attendance of all 4 weeks of training and passing three quizzes and final exam with a grade of 70% or higher.

Virtual Coach software, Supply Chain Accelerator Software and Minitab statistical analysis software are recommended and are available as support training items. This training is delivered over the course of 4-5 months with three weeks of improvement project work between the four or five one week training classes. To obtain certification, it is expected that Black Belt candidates complete pre-work assigned prior to class, pass all examinations and successfully complete an assigned improvement project. The course is staffed with 2 instructors (except for the Team Accelerator).

Lean Six Sigma Black Belt for Service (Transactional)

Lean Six Sigma Black Belt for Service training provides individuals and teams with the principles, practices, and tools of Lean Six Sigma to maximize cost reductions and improve customer satisfaction in service environments and business processes. The course is designed to provide 30% classroom lecture and 70% group and individual exercises to enhance and reinforce key learning's. This is a four-week (optional five-week) session of rigorous and applied training over a four-month period (Total 132 Hours). Successful completion of the Black Belt course

requires attendance of all 4 weeks of DMAIC training and passing three quizzes and final exam with a grade of 70% or higher.

Topics Covered include an overview of Lean Six Sigma, goal setting, establishing voice of the customer, team launch, Minitab overview, process mapping, value-stream mapping, basic six sigma tools, introduction to variation, financial fundamentals, sampling and data collection, control charts, measurement system analysis, process capability, cause and effect matrix, project management, simple regression, failure modes effects and analysis, value and cycle time analysis, multiple regression, design of experiments, process control plans, commercial simulation, piloting and implementation planning, SIPOC, RACI, Line Balancing, Pull Systems, Process flow improvement, total preventive maintenance, kaizen, quality function deployment (QFD), developing design concepts, developing high-level design, developing detailed process designs, executing pilots, analyzing results. The course also provides Black Belts with a 1-week Team Accelerator course designed to generate fast, effective teamwork with those directly involved in the execution of Lean Six Sigma. The Team Accelerator workshop accomplishes this by investigating Leadership Styles, Team Performance, Conflict Resolution, Meeting Effectiveness, Double Loop Learning, Productive Teams, Team Roles, and performing 2 Learning Cycles during the course. Team Accelerator is highly recommended for optimum results, but is optional.

To obtain certification, it is expected that Black Belt candidates complete pre-work assigned prior to class, pass all examinations and successfully complete an assigned improvement project. The course is staffed with 2 instructors (except for the Team Accelerator).

Lean Six Sigma Yellow Belt

This training provides participants with a working knowledge of the Lean Six Sigma program, methodology and processes. The course methodology is delivered as an interactive, business simulation. This simulation has the participants assume roles within an organization and apply the DMAIC improvement methodology and improvement tools on the simulated process. As a team, they move a poorly functioning process to higher levels of performance through the use of methods and tools including project chartering, process capability, process mapping, narrowing critical process variables, Pareto charts, histograms, box plots, descriptive statistics, run charts, cause and effect matrix and developing and implementing pilot solutions.

The training also provides additional information on the history of Lean, Six Sigma and Lean Six Sigma, the key roles in a deployment, and additional tools used to support a Lean Six Sigma deployment.

It is 1-day in length and is staffed with two instructors.

Lean Six Sigma Project Sponsor Training (3 days)

At the heart of any continuous improvement initiative is the establishment of process *ownership* and *accountability*. Lean Six Sigma accomplishes this by actively engaging P&L managers, process owners, key stakeholders and enablers as Project Sponsors. This workshop also builds on the foundation of the Executive Workshop and further encompasses:

- Process Owner Roles—Understand expected roles and responsibilities for process owners
- Improved accountability and ownership for project results
- Fundamental Lean Six Sigma concepts/tools
- Project Impact—Understand how financial guidelines work; how to value project results
- Gating Process—Training on Process Owner's role in gating process to ensure effective and thorough completion of each phase within DMAIC
- Project Charter—Understand how to create the document that serves as project contract or "blueprint" that may ultimately enable *enterprise-wide best practice sharing*

Lean Six Sigma Master Black Belt Training (12 days)

Master Black Belts are the in house experts for disseminating Lean Six Sigma knowledge and learning. Master Black Belt training was designed to ensure:

- Competency in the necessary skills to be a successful Master Black Belt
- Technical ability at a level necessary for successful instruction
- Technical and Management ability at a level necessary for coaching successful project completion
- Technical and Management ability at a level necessary for successful completion of complex, cross-functional projects
- Coaching and mentoring ability at a level necessary for successful Black Belt leadership
- Leadership ability at a level necessary for causing successful organizational change.

Course Overview

Our approach requires a significant number of hours in off-line study and preparation and includes:

- Two weeks of in class training to build deeper coaching and teaching capabilities in Lean Six Sigma and reinforce key behavioral concepts
- One week of Lean Six Sigma curriculum "teachbacks" in which candidates instruct modules to trainee peers with full coaching from MBBs

Lean Six Sigma Deployment Planning Kaizen

The Deployment Planning workshop is designed to dramatically accelerate the process of completing the many decisions necessary for an organization to successfully deploy Lean Six Sigma (LSS). ANSS staffs the workshop with senior resources that have broad experience deploying Lean Six Sigma in organizations similar to that of the client. They provide broad subject matter expertise in each area of deployment decision making. In addition to significantly accelerating the deployment decision making process, the workshop provides for a much improved and coordinated decision making process.

The workshop is facilitated as a Kaizen event, i.e. one week, full-time participation by the core team and Deployment Champions (as well as 'as-needed' participation by other subject matter experts (SME's), high-energy and with an eye towards making as many decisions as possible. A significant amount of pre-work and preparation is necessary for a successful event. The results of the event include a coordinated set of deployment decisions with high 'buy-in' from the broader organization. Further, the one-week event will usually accelerate the deployment decision

making process by 3 months or more, pulling forward in time the launch of projects. It dramatically reduces the time to financial results, enabling the deployment to pay for itself much quicker.

It is not expected that 100% of deployment decisions are completed during the workshop, but about 50%-75% of the 'A' decisions will be thoroughly vetted. Various deployment elements requiring further study, action and approval will be completed post workshop. Specific deployment decisions are covered in the workshop. These include, but are not limited to, the following:

- Deployment Strategy
- Candidate Selection and Retention
- Financial Control
- Change and Communications
- Project Realization
- Training Coordination and Support
- Project Management and Deployment Tracking

The Workshop class size is generally 5 to 20 participants who are Core team, Deployment Champions, and Subject Matter Experts. It is 4 days in length and staffed with 2 instructors.

Project Identification & Selection Workshop

The Project ID and Selection workshop includes (1) providing participants with cycles of learning on applying the project identification and selection methodology in a tightly scoped and managed workshop environment, (2) identifying, screening/selecting, and scoping BB & GB projects for Lean Six Sigma training and deployment (including scheduling prioritization session), and (3) demonstrating the power of project selection methodology to site/unit management teams.

This workshop focuses on an analysis of the Voice of the Business, Voice of the Customer and Voice of the Process to identify project opportunities. The activities include:

- Pre-work distribution to onsite team and assessment attendees (as pre-work).
- Kick-off workshop with site tour for onsite team, and session with local leadership team for review of strategic agenda and establish areas of focus (value drivers).
- Quick review of site budget (benchmarks, gaps, goals).
- Conduct current state performance assessment of existing processes and products to identify improvement opportunities and projects.
- Identify gaps in performance based on budget benchmarks and/or analysis of shortfalls (Voice of the Business).
- Identify gaps in performance to internal and external customer requirements (Voice of the Customer).
- Conduct interviews in functional areas and organization levels to value stream map the macro processes, deep-dive into problem areas and/or integration points (Voice of the Process).

- Survey workforce and human resources for environmental, health, safety, morale, and similar issues (Voice of the Environmental/Health/Safety/Regulatory/Employee)
- Conduct benefit / effort screening of potential projects.
- Create project charters for identified projects - first drafts.
- Assign project charter completion to process owners (sponsors) and schedule prioritization session.
- Report-out session with top local leadership.

One facilitator is supplied for the workshop, and a client co-facilitator is required for it to be the most effective event. A process of a client co-facilitator has the added benefit of a train-the-trainer approach to client organization self-sustainability. Workshop size is 8 to 12 client participants, and the class work is conducted in 3 1/2 days and staffed with one instructor and one client facilitator. There is also 1 1/2 days of preparation done prior to the workshop.

Team Effectiveness for Green Belts

The Team Effectiveness workshop provides participants with insight into their own personal leadership style, along with practical steps for interacting more effectively with others. Effective interaction and collaboration are critical to the success of the Team. The course will cover many of the same topics as the Team Accelerator course for Black belts, resulting in a common language for analysis and resolution of team-related issues.

This 2-day course covers the role of the Green Belt in a Lean Six Sigma deployment and critical success factors associated with that role and with the project teams themselves. The emphasis of the course will be on team effectiveness and on how change occurs within processes and organizations. Key concepts to be covered include:

- Goal alignment
- Team composition
- Roles of individuals on the team
- Process basics for effective meetings
- Learning and continuous improvement
- Change and change facilitation

Class size is 10 to 25 participants. It is 2-days and staffed with one instructor.

Team Accelerator Training (4 day)

The Team Accelerator workshop provides participants with insight into their own personal leadership, along with practical steps for interacting more effectively with others. Effective interaction and collaboration are critical to success. When employees are engaged and working together effectively, your organization will be better able to meet the challenges of today - and tomorrow. Min. participants: 10 Max. participants: 25.

Outcomes from the Workshop include:

- More rapid and effective decision making
- Effective use of conflict resolution and feedback skills

- Commitment, not just compliance
- Shorter, more focused meetings
- Maximized use of resources
- Ability to resolve "undiscussible" issues that create barriers to progress

Train the Trainer for Yellow Belt Training

This course is designed to prepare future instructors to teach YB Training. This training provides the future instructor with the knowledge and tools required to teach YB participants: a working knowledge of the Lean Six Sigma program, methodology and processes; the history of Lean, Six Sigma and Lean Six Sigma, the key roles in a deployment, and additional tools used to support a Lean Six Sigma deployment.

This training shall teach the future instructors on the course methodology to deliver an interactive, business simulation. This simulation has the participants assume roles within an organization and apply the DMAIC improvement methodology and improvement tools on the simulated process. As a team, they move a poorly functioning process to higher levels of performance through the use of methods and tools including project chartering, process capability, process mapping, narrowing critical process variables, Pareto charts, histograms, box plots, descriptive statistics, run charts, cause and effect matrix and developing and implementing pilot solutions. Class size is 10 to 15, and the length is 2-days plus 2 cycles of co-teaching per student.

Train the Trainer for Team Accelerator Training for Black Belts

This course prepares future instructors to teach Team Accelerator Training for Black Belts. The training provides the instructor candidates with the knowledge and tools necessary to teach participants: insight into their own personal leadership style, along with practical steps for interacting more effectively with others; effective interaction and collaboration techniques; use of a scientific approach to team leadership, including Belbin Team Role methodology, which is able to accurately predict team results; and how to effectively harness the resources on their teams.

The training also addresses how to properly facilitate the Team Accelerator course and the acquisition of the detailed knowledge of behavioral theories covered within the course. Prior to the Train the Trainer session, instructor candidates will be given extensive reading materials to complete (60 hours of self-study). The candidates must also have attended a Team Accelerator for Black Belts course as a participant prior to attending the Train the Trainer session. The session itself is conducted in parallel with a Team Accelerator workshop. After the session, instructor candidates are given additional preparatory work and are required to deliver multiple workshops under observation by a certified instructor. Final certification for solo delivery by the instructor candidates is contingent upon their ability to deliver the workshop to an average rating of 8.0 out of 10 on both course effectiveness and instructor effectiveness. During the development process, each instructor candidate is provided with numerical assessments on key areas of workshop delivery and content knowledge; these scores form the basis for their personal development plans.

Due to the need for each instructor candidate to deliver the Team Accelerator workshop on a frequent basis (approximately 10 events per year), it is usually preferable to nominate a small number of instructor candidates. It is further recommended that the instructor candidates have already completed Belbin certification and/or Team Effectiveness for Green Belt Train the Trainer, as this will minimize the amount of coaching and workshop co-delivery required. A final pre-requisite is that instructor candidates for this course have completed Green Belt and/or Black Belt Training. Class size is 2 to 8, and length is 4 days over 1 week, held in conjunction with an actual Team Accelerator class. Coaching is estimated to be about 1 week per instructor candidate. There are 2 instructors, including the Team Accelerator instructor.

Train the Trainer for Project Sponsor Training

This class is designed to prepare future instructors to teach Project Sponsor Training. This training provides the instructor with the knowledge and tools necessary to teach Project Sponsors: a working knowledge of the Lean Six Sigma program, methodology and processes; guidelines for sponsors in performing their management roles; the history of Lean, Six Sigma, and Lean Six Sigma; the key roles in a deployment; additional tools and key management processes to support a Lean Six Sigma deployment, including project identification, project selection, creating project Charters, how to value a project, financial guidelines, selection of BBs and GBs, performing Gate Reviews, communication of the program goals and status and sharing organizational best practices.

This training also teaches the future instructors how to conduct an interactive, business simulation. The simulation has the participants assume roles within an organization and apply the DMAIC improvement methodology and improvement tools on the simulated process. As a team, they move a poorly functioning process to higher levels of performance through the use of the methods and tools including project chartering, process capability, process mapping, narrowing critical process variables, Pareto charts, histograms, box plots, descriptive statistics, run charts, cause and effect matrix and developing and implementing pilot solutions. The class size is 10 to 15, and length is 4-days over 1 week, plus 2 cycles of co-training per student. Two instructors are used for the class.

Train the Trainer for Green Belt Team Effectiveness Training

This course prepares future instructors to teach Team Effectiveness Training for Green Belts. The training shall provide the instructor candidates with the knowledge and tools necessary to teach participants how to structure teams for maximum effectiveness and on how change occurs within processes and organizations.

The training addresses how to properly facilitate the Team Effectiveness for Green Belt course and the acquisition of the detailed knowledge of behavioral theories covered within the course. Prior to the Train the Trainer session, instructor candidates are given extensive reading materials to complete (20 hours of self-study). The session itself is conducted in parallel with a Team Effectiveness for Green Belts workshop. After the session, instructor candidates are given additional preparatory work and are required to deliver multiple workshops under observation by a certified instructor.

Final certification for solo delivery by the instructor candidates is contingent upon their ability to deliver the Team Effectiveness workshop to an average rating of 8.0 out of 10 on both course effectiveness and instructor effectiveness. During the development process, each instructor candidate is provided with numerical assessments on key areas of workshop delivery and content knowledge; these scores form the basis for their personal development plans.

It is recommended that instructor candidates for this course have completed Green Belt and/or Black Belt Training. This course is recommended as a pre-requisite for the Train the Trainer for Team Accelerator for Black Belts course. Class size is 2 to 12, the length is 2-days, held in conjunction with an actual Team Effectiveness class. Coaching is generally 2 days per instructor candidate. The class has 2 instructors, including the Team Effectiveness instructor.

Rates for SIN 874-5: SUPPORT PRODUCTS

Accenture Federal Services LLC offers several support products in conjunction with services.

Support Products Description	6/8/2009 - 9/25/2013
SIN 874-5	
Virtual Coach CD-ROM—Lean Six Sigma for Service Black Belt*	\$2,290.00
Virtual Coach CD-ROM—Lean Six Sigma DMAIC Black Belt*	\$2,290.00
Virtual Coach CD-ROM—Design for Lean Six Sigma Black Belt*	\$2,290.00
Virtual Coach CD-ROM—LSS for Service Green Belt*	\$1,140.37
Virtual Coach CD-ROM—LSS DMAIC Green Belt*	\$1,179.70
Supply Chain Accelerator Software 5-K (5,000 Processes)**	\$5,037.00
Lean Six Sigma Black Belt Textbooks*	\$401.00
Lean Six Sigma for Service Black Belt Textbooks*	\$183.00
Design for Lean Six Sigma Training Manual*	\$179.00
Design for Lean Six Sigma for Service Training Manual*	\$134.00
LSS Black Belt Training Manual*	\$179.00
LSS Black Belt for Service Training Manual*	\$179.00
LSS and LSS for Service Green Belt Training Manual*	\$89.00
LSS and LSS for Service Green Belt Text Book*	\$10.04
Team Accelerator Text Books*	\$119.00
Team Accelerator Training Manual*	\$41.00
Lean Six Sigma DMAIC Simulation Kit*	\$401.00
LSS Project Sponsor Training Manual*	\$41.00
LSS Master Black Belt Training Manual*	\$41.00
LSS Master Black Belt Text Books*	\$401.00
LSS Executive Training Manual*	\$41.00
LSS Champion Training Manual*	\$41.00
Belbin Profile	\$60.68
Textbook – Lean Six Sigma for Service	\$25.02
Textbook – Team Effectiveness Training for Green Belts	\$24.86
Training Manual – Train The Trainer for Yellow Belt	\$45.32
Textbooks – Train The Trainer for Team Accelerator	\$333.65
Training Manual – Train The Trainer for Project Sponsor	\$45.32
Instructor's Binder – Train The Trainer for Green Belt Team Effectiveness	\$45.32
Textbooks – Train The Trainer for Green Belt Team Effectiveness	\$114.78
FAST Innovation Textbook	\$22.43
Team Effectiveness Training for Green Belts Instructor Manual	\$45.32
Train the Trainer for Team Accelerator Instructor Manual	\$45.32
Lean Six Sigma Executive Training Textbooks	\$24.92
Lean Six Sigma Deployment Champion Training Textbooks	\$35.83
Lean Six Sigma Project Sponsor Training Textbooks	\$35.83
Lean Six Sigma Yellow Belt Training Manual	\$45.32
Lean Six Sigma Yellow Belt Textbook	\$11.22
Kaizen Leadership Training Manual	\$45.32

*Brand Name—6 Sigma; Unit of Issue—1; Time of Delivery ARO—30 Days

**Brand Name—Minitab; Unit of Issue—1; Time of Delivery ARO—30 Days

Support Product Descriptions

Virtual Coach CD-ROM—Lean Six Sigma for Service Black Belt

Virtual Coach is a navigational software product that enables Black Belts to learn and teach the tools of Lean Six Sigma more effectively. It also aids the Black Belt with project planning. It is PC based and is housed on a CD ROM.

Virtual Coach CD-ROM—Lean Six Sigma DMAIC Black Belt

Virtual Coach is a navigational software product that enables Black Belts to learn and teach the tools of Lean Six Sigma more effectively. It also aids the Black Belt with project planning. It is PC based and is housed on a CD ROM.

Virtual Coach CD-ROM—Design for Lean Six Sigma Black Belt

Virtual Coach is a navigational software product that enables Black Belts to learn and teach the tools of Lean Six Sigma more effectively. It also aids the Black Belt with project planning. It is PC based and is housed on a CD ROM.

Virtual Coach CD ROM—LSS for Service Green Belt

Virtual Coach is a navigational software product that enables Green Belts to learn and teach the tools of Lean Six Sigma more effectively. It also aids the Green Belt with project planning. It is PC based and is housed on a CD ROM.

Virtual Coach CD ROM—LSS DMAIC Green Belt

Virtual Coach is a navigational software product that enables Green Belts to learn and teach the tools of Lean Six Sigma more effectively. It also aids the Green Belt with project planning. It is PC based and is housed on a CD ROM.

Supply Chain Accelerator Software 5-K (5,000 Processes)

Supply Chain Accelerator allows Black Belts and Champions to pinpoint those areas in a process that are injecting most of the delay to the customers. Based on these outputs, projects can be selected to minimize the cycle time of a process. SCA does this through the use of patented algorithms.

Lean Six Sigma DMAIC Simulation Kit

14 pre-printed posters, 1 Box of paper copies, 8 service bells, 10 stop watches, 10 calculators, 2 12" Rulers, 2 sets Sharpies (set of 4), Masking Tape (2 rolls), Small Post-It Notes (2 each), Large Post-It Notes (2 each), Flip Chart Markers (set of 4)- 2 each, and Name Tags.

Lean Six Sigma Black Belt Textbooks

The Six Sigma Handbook by Thomas Pyzdek, *Basic Statistics* by Mark Kiemele, et al., *Factory Physics* by Wallace Hopp, et al., *Statistical Thinking for Managers* by David Hildebrand, et al.

Lean Six Sigma for Service Black Belt Textbooks

Understanding Variation by Donald Wheeler, *The Six Sigma Handbook* by Thomas Pyzdek, *Basic Statistics* by Mark Kiemele, et al.

Design for Lean Six Sigma Black Belt Training Manual

Four, 3-ring binders of course materials.

Design for Lean Six Sigma for Service Black Belt Training Manual

Three, 3-ring binders of course materials.

LSS and LSS for Service Green Belt Textbooks

The Lean Six Sigma Pocket Toolbook by Michael George, et al.

LSS Black Belt Training Manual

Four, 3-ring binders of course materials.

LSS Black Belt for Service Training Manual

Four, 3-ring binders of course materials.

LSS and LSS for Service Green Belt Training Manual

Two 3-ring binders of course materials.

Team Accelerator Textbooks

The Third Circle by Max Isaac, et al., *Team Roles at Work* by Meredith Belbin, *Teaching Smart People How to Learn* by Chris Argyris.

Team Accelerator Training Manual

One 3-ring binder of course materials.

Belbin Profile

Simply putting a group of people together and expecting them to work as a team is not enough. Since people are among the most important assets in an organization, it is crucial that they should be deployed in the most effective way possible. Effective team working is dependent on getting a lot of things right. Individuals within a team have to understand the roles that others play, when and how to let another team member take over, and how to compensate for shortcomings. Belbin profiles complete the team building solution by identifying team members' "preferred team roles". This input is critical to ANSS' Team Accelerator course and other of ANSS' Team Effectiveness courses.

LSS Project Sponsor Training Manual

One 3-ring binder of course materials.

LSS Master Black Belt Training Manual

Four 3-ring binders of course materials.

LSS Master Black Belt Textbooks

The Six Sigma Handbook by Thomas Pyzdek, *Basic Statistics* by Mark Kiemle, et al., *Factory Physics* by Wallace Hopp, et al., *Statistical Thinking for Managers* by David Hildebrand, et al.

LSS Executive Training Manual

One 3-ring binder of course materials.

LSS Champion Training Manual

One 3-ring binder of course materials.

SIN 874-9: OFF-THE-SHELF AND CUSTOMIZABLE PRINT, AUDIO, AND VISUAL INSTRUCTIONAL TRAINING DEVICES

Accenture Federal Services LLC offers its supply chain academy training courses under this SIN to meet specific agency needs related to management, organizational and business improvement services.

SUPPLY CHAIN ACADEMY OVERVIEW

Supply Chain Academy – The Learning Choice for High Performance

<http://supplychainacademy.com>

Accenture's Supply Chain Academy is the most advanced, most-widely used supply chain process improvement learning solution in the market. In use at Fortune 1000 companies around the world, the Supply Chain Academy (SCA) builds the skills companies need to understand the business processes that put the right product in the right place at the right time. In fact, no other supply chain training program combines such broad content with such extensive depth, global reach and variety of curriculum-delivery options.

The Supply Chain Academy is:

- A comprehensive, global, training program designed specifically for supply chain professionals.
- Delivered using blended eLearning architecture, a collection of online courses, instructor-lead virtual sessions, white papers and links to thought capital in the Internet.
- World-class business content developed by experts from more than 30 leading organizations, professional associations, industry consortia and educational institutions.
- Accessible through any Internet-enabled computer – whenever/wherever needed to meet each user's self-paced requirements.
- An opportunity to access the latest and most salient supply chain information, as well as the best thinking available from academic, industry and functional experts.
- The global leader in total supply chain knowledge and business process learning solutions.

Why the Supply Chain Academy?

Accenture research shows that world-class businesses often possess a distinctive "high-performance anatomy" that lets them unleash the organization's capabilities more completely; turn insight into action more quickly; and out-execute the competition more regularly. But in today's business environment – increasingly global, unpredictable and complex – a crucial ingredient is often missing, a cutting-edge, exceptionally well-trained staff. And without that staff, high-performance seldom happens.

Thus it is no surprise that – to improve business processes, raise global efficiency and grow more profitably – corporate leaders are investing in improving supply chain professional's productivity. But fewer and fewer of them are using traditional classroom learning techniques. This is because those training approaches are becoming too difficult to update, too unruly to deliver globally, and too inflexible to meet modern-day travel schedules and work commitments.

Instead, corporate leaders are maximizing supply chain staff business performance with a different kind of training program – one that is flexible, multi-faceted, largely virtual and fully equipped to be delivered on demand. Like no other professional training program, Accenture's Supply Chain Academy:

- Helps create a more proficient and consistently trained global supply chain staff.
- Ensures global consistency in business processes and terminology.
- Offers access to world-class content, industry thought leaders and a worldwide community for information exchange.
- Promotes job satisfaction and improves staff retention.
- Offers lower per-student costs than traditional classroom programs.
- Offers preparation and self-assessment courses for professional certifications.
- Encourages skills-enhancement opportunities 24 hours per day, seven days per week.

Who Uses the Supply Chain Academy?

The Supply Chain Academy's clients include numerous Fortune 1000 companies and more than 7,200 users in 60 countries. Accenture's Supply Chain Academy is the only global learning solution where the consolidation of technology, experience and expertise combine to create a comprehensive and continuous learning environment offering a full spectrum of business solutions to meet a company's educational needs.

The Bottom Line

The Supply Chain Academy builds a more proficient workforce at a lower cost and drives greater organizational responsiveness and business improvements for ever changing market conditions thus enabling superior world class business performance.

GSA PRICING - SIN 874-9

	<i>Number of Seats</i>	<i>GSA Price</i>	<i>One-Time Set-up Costs</i>
	<i>Annual Seat</i>	<i>Annual Seat</i>	<i>Per User</i>
		<i>[IFF Included]</i>	
	1 - 100	\$1,350	\$150
	101 - 250	\$1,170	\$130
	251 - 400	\$990	\$110
	401 - 550	\$810	\$90
	551+	\$630	\$90
<p><i>Note: Prices shown are for an annual license per registered user for access to all Supply Chain Academy courses.</i></p> <p><i>Note: Set-up costs for volumes over 550 can be negotiated based on volume.</i></p>			